

DIVISION OF BUSINESS & ENTERPRISE DEVELOPMENT
PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

ANNUAL FINANCIAL STATUS REPORT
FISCAL YEAR 2010
ECONOMIC DEVELOPMENT
ARTICLE

SECTION 3-404(e)

Submitted by:

Maryland Department of Business and Economic Development

As of June 30, 2010

PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

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PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM (PWQ)

History and Program Description

The PWQ Program was established by legislation in 1989 and is administered by the Department of Business and Economic Development (the “Department”). The PWQ Program encourages Maryland companies to invest in training for employees.

The Partnership for Workforce Quality provides reimbursable grants that match (1:1) the investments of Maryland’s manufacturing and technology companies in employee training, thus helping the companies improve their efficiency, develop quality management practices, modernized operations, and upgrade manufacturing processes. As a result, companies are better equipped to expand in Maryland and to compete in a global marketplace.

Funded annually through general or special funds, the Partnership for Workforce Quality helps participating companies develop and implement training systems to improve business competitiveness and worker productivity, upgrade the skills of workers to accommodate new technologies and production processes, and promote employment stability.

The Department’s goal for use of PWQ funds is “maintaining the quality of the state’s workforce,” which is consistent with Maryland’s economic development strategy. PWQ provides critical funding support that is integrated with Department’s overall efforts to grow Maryland’s businesses and economy. Funds are disbursed to eligible Maryland companies in the form of grants for up to 50 percent of qualified reimbursable direct cost of training. These funds enable companies to acquire new skills and technologies that have been identified by the business plan as a catalyst for growth and competitiveness in the industry.

The Department has focused the use of the PWQ funds on Maryland companies that are manufactures, technology companies, and those threatened by the pressures of increased foreign or domestic competition.

Program Performance Since Inception

Program funds are used for grants to eligible Maryland companies primarily in manufacturing and technology industries with 150 or fewer employees. PWQ assists these companies to provide:

- Training in manufacturing, professional, scientific and technical services;
- Job-specific training and training to upgrade or retain existing employees; or
- Training related to strategic goals and objectives of a company.

Since the program’s inception in 1989, the PWQ Program has invested in nearly \$37 million of training for more than 97,000 employee-training slots in Maryland companies.

Program Performance for Fiscal Year 2010

During fiscal year 2010, the Partnership for Workforce Quality program approved 24 grants to Maryland companies totaling \$272,084, of which \$234,867 was expended or encumbered for payment upon grant closure. With matching funds from participating companies, the total PWQ project training cost of \$ 445,114 was projected to fund training for 547 employees.

Projected Program Performance for Fiscal Year 2011

The appropriation for PWQ for fiscal year 2011 is \$250,000 of special funds that is subject to a budget amendment. The Department is actively working to identify additional eligible training opportunities and anticipates full usage of the \$250,000 appropriation. The Department's strategy for use of PWQ funds will emphasize support of upgrading the skills of Maryland employees to encourage Maryland companies to expand and to compete in a global marketplace.

Approved Report

7/1/2009 Through 6/30/2010

<i>Approved Date</i>	<i>Client Name</i>	<i>Loan</i>	<i>Loan Amount</i>	<i>Guarantor Percentage</i>	<i>Loan Guarantee</i>	<i>County</i>	<i>Total Project Costs</i>	<i>Trainees Pro /</i>	<i>New Retained Jobs</i>	<i>Jobs</i>
<i>Partnership for Workforce Quality</i>										
7/8/2009	Duvinage LLC	9840101	\$5,097.00	0.0%	\$0.00	Washington	\$10,194.00	6 6	0	27
7/8/2009	M&L Truck Service LLC	9850101	\$17,000.00	0.0%	\$0.00	Caroline	\$34,000.00	20 3	0	13
7/10/2009	Dixon Valve & Coupling Company	9890101	\$8,325.00	0.0%	\$0.00	Kent	\$16,650.00	20 19	0	320
7/10/2009	Triton Metals, Inc.	9910101	\$5,569.50	0.0%	\$0.00	Charles	\$11,139.00	5 5	0	77
1/27/2010	J. F. Taylor, Inc.	10980101	\$2,478.00	0.0%	\$0.00	St. Mary's	\$3,253.00	3 3	0	280
2/25/2010	Fyodor Biotechnologies, Inc.	11270101	\$10,000.00	0.0%	\$0.00	Baltimore City	\$40,000.00	4 Active	2	2
3/8/2010	B&D Consulting, Inc.	11290201	\$7,900.00	0.0%	\$0.00	Washington	\$15,800.00	10 Active	15	10
3/8/2010	RedBlack Communications	11330101	\$1,936.50	0.0%	\$0.00	Charles	\$3,872.50	5 5	0	32
3/23/2010	Tox Path Specialist, LLC	11360101	\$2,150.00	0.0%	\$0.00	Washington	\$4,300.00	5 3	2	4
4/28/2010	Trusant Technologies, Inc.	9700201	\$6,759.50	0.0%	\$0.00	Howard	\$13,519.00	6 5	2	18
5/6/2010	J. F. Taylor, Inc.	10980201	\$2,137.50	0.0%	\$0.00	St. Mary's	\$4,275.00	2 2	0	2
5/17/2010	Canam Steel	11440101	\$20,000.00	0.0%	\$0.00	Frederick	\$40,700.00	24 Active	70	188
5/17/2010	Garrett Container Systems, Inc.	11140301	\$12,990.00	0.0%	\$0.00	Garrett	\$25,980.00	140 59	0	130
5/17/2010	Systems Integration &	9900201	\$20,000.00	0.0%	\$0.00	Montgomery	\$46,500.00	38 Active	0	16
5/26/2010	Goetze's Candy Company, Inc.	11550101	\$6,500.00	0.0%	\$0.00	Baltimore City	\$13,000.00	22 Active	25	100
6/11/2010	DynPort Vaccine, LLC a CSC	9280201	\$17,279.00	0.0%	\$0.00	Frederick	\$34,558.00	21 Active	3	108
6/11/2010	Smartlogic Solutions, LLC	11580101	\$1,181.50	0.0%	\$0.00	Baltimore City	\$2,363.00	4 4	0	7
6/24/2010	Ausely Associates, Inc.	11710101	\$6,750.00	0.0%	\$0.00	St. Mary's	\$13,500.00	15 15	0	54
6/29/2010	Interstate Communication	9390201	\$1,840.00	0.0%	\$0.00	Washington	\$3,680.00	1 Active	0	3
6/29/2010	Neogenix Oncology, Inc	11690101	\$2,202.50	0.0%	\$0.00	Montgomery	\$4,405.00	3 3	4	6
6/29/2010	Raytheon Company Intelligence &	11630101	\$20,000.00	0.0%	\$0.00	Anne Arundel	\$43,950.00	51 Active	200	1000

Monday, July 26, 2010

Note: This report is for program numbers 760 Through 799

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6/30/2010	Maryland World Class	7590201	\$64,500.00	0.0%	\$0.00	Multiple	\$0.00	40 Active	0	0
6/30/2010	MedAssurant	11430101	\$20,000.00	0.0%	\$0.00	Prince George's	\$40,500.00	31 0	0	139
6/30/2010	Network Connectivity Solutiions,	9190201	\$9,487.50	0.0%	\$0.00	Washington	\$18,975.00	71 Active	0	71
Totals:		24 Loans	\$272,083.50		\$0.00		\$445,113.50	547 132	323	2607
Grand Totals:		24 Loans	\$272,083.50		\$0.00		\$445,113.50	547 132	323	2607

Monday, July 26, 2010

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